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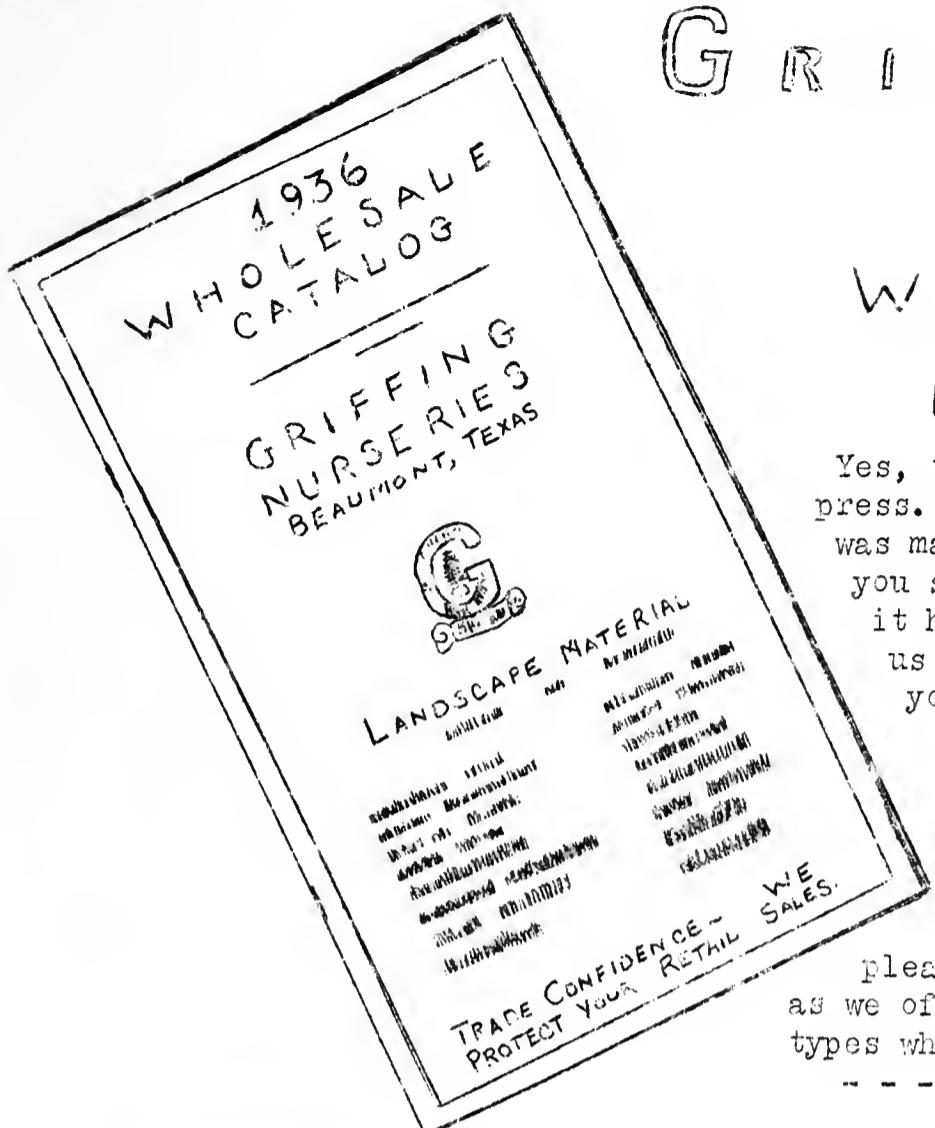


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# GRIFFING'S

1936

## WHOLESALE CATALOG



Yes, this Special Issue is just off the press. Did you receive your copy? It was mailed direct from the printer, and you should have it by now; however, if it has not been received, kindly let us know, and another copy will be sent you promptly.

This Wholesale Catalog carries a most complete line of the very choicest of Landscape Materials, suitable for the Southwest. If you do not find what you want listed, please write us for special quotations, as we often have a few specimens of various types which are not offered in our catalog.

### WHY GRIFFING'S PRICES ARE NOT HIGH

Look through our complete WHOLESALE CATALOG as soon as you receive it. Don't get the idea that our prices are high by comparing the printed figures -- instead consider all that we are giving you when you buy GRIFFING'S HIGH QUALITY STOCK.

We call your special attention to the following special items we give you on your wholesale orders:

1. Griffing's QUALITY NURSERY STOCK.
2. It is CORRECTLY BALLED & BURLAPPED (B&B) by experienced workmen.
3. It is Balled and Burlapped (B&B) from our BEAUMONT BALLING SOIL.
4. Griffing's System of Balling INSURES BEST RESULTS FOR YOU.
5. GRIFFING'S INSURANCE that all Balled and Burlapped Stock WILL LIVE & GROW.
6. BIG QUANTITY DISCOUNTS are allowed on all orders above \$25.00.

INVESTIGATE! It's worth it many times to you.



### DIRECT FROM THE NURSERY TO THE JOB

### FOR BEST RESULTS

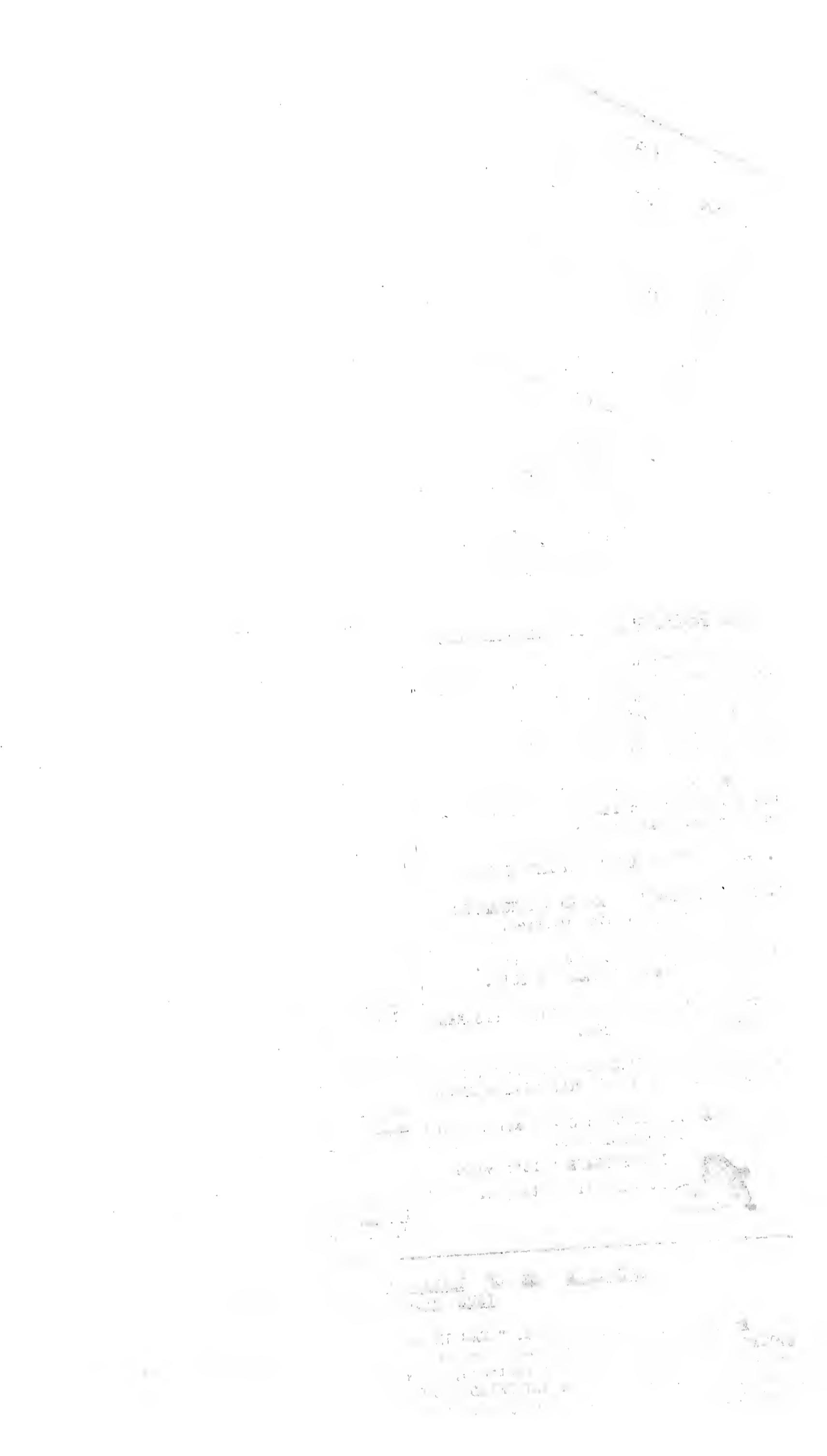
From time to time we have opportunities to sell Nursery Stock to Customers to put in sales yards; however, we do not recommend this method of handling Stock, since it is so often neglected, and does not truly represent our good Stock. The plan we recommend is to combine orders, and use freshly dug Stock, shipping it direct to the jobs for immediate transplanting. In this way, your customers are better satisfied, and the Nursery Stock gives better results.

~~GRIFFING'S QUALITY NURSERY STOCK~~

In this connection, we do not recommend stocking Department Stores or Curb Markets. Nursery Stock is something that has life, and if stored in doors, it becomes dry and overheated and will seldom live. Perhaps some people may think they can save a few cents by a special department store sale, but the chances are that more money will be lost in trying to save the life of the stock than was saved on the purchase and it would have paid to have paid a little more and received freshly dug material in good condition direct from the Nursery.

### EXCLUSIVE USE OF GRIFFING'S TREES INCREASES YOUR PROFITS!

An expression has existed, "WHEN IN DOUBT USE GRIFFING'S QUALITY NURSERY STOCK". Eliminate all doubt and use exclusively Griffing's LANDSCAPE MATERIAL, and you will profit in every instance, as well build up an everlasting confidence in your clientele. A SATISFIED CUSTOMER will sell more NEW and REPEAT BUSINESS than you could possibly do, using your best efforts.



# NOTICE DISCOUNTS



## QUANTITY PURCHASES

Wherever possible, we recommend the combination of orders to make out a minimum carload shipment because we can handle the trees cheaper, and you get advantage of the lower prices in the right-hand column, which is applicable to carload orders. The size of our fields and the quantities we produce and our equipment for handling large orders puts us in a better shape to supply larger orders cheaper than individual small orders. Naturally on large purchases, you expect a greater saving. Small orders will be given personal attention and are appreciated. Figure small orders at the slightly increased prices over the carload (using the left-hand column in the Catalog).

## DELIVERED PRICES

Prices will be quoted you upon request on a delivered basis to any particular point. As a guide you may determine this by using the each rate or less carlot prices as a basis on carload orders. The difference in the two schedules is about the amount required to pay freight on a minimum carload within a radius of 300 miles. For greater or less distances, we are always glad to give you estimates.

## WHOLESALE CUSTOMERS PROTECTED

While we sell to both the Wholesale and Retail Trade, issuing Catalogs and Price Lists to each, our Wholesale Customers are always protected on any deal discussed with us.

We keep the confidence of our Customers.

## GRIFFING'S INSURANCE

As unusual as it may seem for Nurserymen to Guarantee their Trees to Grow, this is the offer we are making as our Special Feature to Wholesale Customers this Season. Our B&B Stock is "Fool Proof" from Griffing's Beaumont Balling Soil. Our Customers' losses have been few; however, this Insurance gives you protection that all B&B Landscape Material will live and grow if properly cared for, or replacement will be made (F.O.B. Nursery).

INCREASE YOUR PROFITS BY  
USING GRIFFING'S QUALITY  
B&B NURSERY STOCK. IT'S  
THE BEST!

## QUANTITY DISCOUNTS

To encourage Quantity Purchases, we offer the following Discounts:

- 4% on orders netting \$25.00
- 6% on orders netting \$50.00
- 8% on orders netting \$100.00
- 10% on orders netting \$250.00
- 12½% on orders netting \$500.
- 15% on orders netting \$1000.

## THE GRIFFINGS WELCOME YOU

The management of the Griffing Nurseries is under the direct, personal supervision of its owners, W.C. Griffing and in recent years his son, Ralph, has become associated with the firm. To the Trade GRIFFING'S QUALITY LANDSCAPE MATERIAL has been known for over 50 years, representing the BEST QUALITY on the market. It is with the same emblem of Quality that the Griffings aim to serve. Griffing Nurseries' Stock is a product we are proud to offer and you are proud to handle. IT LIVES, IT SATISFIES, and IT GIVES THE RESULTS! COME TO SEE US: -The Griffing welcome is extended to our Friends and Customers throughout the Trade. We are always glad to have you visit us, and select your requirements for NURSERY STOCK.

